



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, February 2, 2012 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	03/01/2012

MEMBERS PRESENT

Doug Doyle, Kent County, Professional Member, Chairperson
Dee Hake DeMolen, Kent County, Professional Member, Vice Chairperson
Tom Burns, Kent County, Professional Member
Donna Klimowicz, New Castle County, Professional Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member (9:43 a.m. – 11:32 a.m.)
John Tarburton, Sussex County, Public Member (9:41 a.m. – 11:32 a.m.)
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR
Crystal Hudson, SCAOR
Regina Lundeen, DAR

MEMBER ABSENT

Danielle Benson, New Castle County, Professional Member

CALL TO ORDER

Mr. Doyle called the meeting to order at 9:33 a.m.

UNFINISHED BUSINESS

Update from Real Estate Commission's Rules and Regulations Subcommittee Meeting – Mr. Riale

Mr. Riale advised the Committee that the Rules and Regulations Subcommittee met on February 1, 2012 to address the proposed rules and regulations for continuing education. The Subcommittee reviewed a letter from licensees opposing the increase in the required continuing education hours; and a response to Mr. McGinnis' letter from Shirley Kalvinsky. Mr. Riale informed the Committee that the module format remains intact and the

Commission will review the proposal during their February 9, 2012 meeting. As a result of the Subcommittee, it was proposed that the "Three Hour Delaware Core Course Review" will not be required to teach the proposed modules.

REVIEW OF MINUTES

A motion was made by Mr. Tarburton, seconded by Ms. DeMolen, to approve the January 5, 2012 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Mr. Doyle

Mr. Doyle advised the Committee that the Commission approved the recommendations from the January 5, 2012 meeting regarding the course and instructor applications.

Review of Course Provider Applications

A motion was made by Ms. DeMolen, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Course Provider: Keller Williams Realty

Course Title:	Stucco – The Nitty Gritty	Approved
Credit Hours:	3.0	

Course Provider: McKissock, L.P.

Course Title:	Contract Law from the Top Down	Approved
Credit Hours:	4.0	

Course Provider: Servpro Industries, Inc.

Course Title:	Understanding Mold in the Restoration Industry	Approved for
	Professional Enhancement Only	
Credit Hours:	3.0	

Course Provider: Delaware School of Real Estate

Course Title:	Difference Between DE & MD Real Estate Transactions	Approved
Credit Hours:	3.0	

Course Title:	Achieving Settlement by Minimizing Obstacles	Approved
Credit Hours:	3.0	

Course Provider: Ward & Taylor, LLC

Course Title:	Navigating 2012	Approved
Credit Hours:	3.0	

Course Provider: Delaware Association of REALTORS

Course Title:	GRI 301: Working with Buyers and Sellers	Approved
Credit Hours:	15.0	

Review of Instructor Applications

A motion was made by Mr. Tarburton, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Joyce Klein **Approved**

Pre-Licensing: Real Estate Mathematics

Franklin Serio **Approved**

Continuing Education: Legislative Update; Salesperson Core Course(s); Broker Core Course(s); Delaware Real Estate Commission Property Management Course(s); Professional Enhancement: CRS 201; CRS 202; CRS 210; CRS 111; CRS 112; Social Fusion, Listing; Sales & Negotiation; Technology; Short Sales/Foreclosure; Business Planning; 1st Time Home Buyers

Pre-Licensing: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real estate; Real Estate Investment; Mathematics

Michael McGavisk **Approved**

Continuing Education: Legislative Update; Salesperson Core Course(s); Broker Core Course(s); Delaware Real Estate Commission Property Management Course(s); Professional Enhancement: Lead Generation; Sales Skills; Finance; Sales Contracts; Train the Trainer; Action Lead Motivation; 6 Personal Perspectives; Buyer Mastery; Seller Mastery

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Peter Kirsh **Approved**

Continuing Education: Salesperson Core Course(s); Broker Core Course(s); Professional Enhancement: Short Sales/Foreclosures; Differences between DE & MD Residential Real Estate Transactions

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents, Legal & Governmental Aspects of Real Estate

Nancy Law **Approved**

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Barbara Brodoway **Approved**

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA

Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

William Ward **Approved**

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Alfred Johnson **Approved**

Continuing Education: Professional Enhancement: Fair Housing; Low Income Housing Tax Credit

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. DeMolen, seconded by Mr. Tarburton, to accept the letters of intent and course evaluations as submitted. Motion unanimously carried.

Correspondence

There was no correspondence for the Committee to review.

Other Business Before the Committee (for discussion only)

Mr. Doyle advised the Committee that Ms. Williams received an e-mail from Ms. Tatman at Delaware Association of REALTORS, stating that Ohio is in the process of allowing online pre-licensing courses. According to the e-mail, 38 states allow or are considering allowing the pre-licensing courses to be completed online.

Ms. DeMolen expressed her concerns regarding allowing online pre-licensing courses, because it would limit the interaction that the students would be receiving.

Mr. Riale suggested that the Commission consider online pre-licensing courses with contingencies, such as an increase in the required hours for the online courses, and that a live person be available to assist and interact with the students online.

Mr. Burns expressed his concerns that Delaware is one of the twelve states that does not allow or has not considered online pre-licensing courses. He believes that it could prohibit individuals from entering the real estate industry.

Ms. Williams advised the Committee that a new bill has been introduced into legislation allowing licensees who have held an active license for 40 or more years to be exempt from continuing education.

Review Student Requests for Approval of Educational Activity

A motion was made by Mr. Riale, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below. Motion unanimously carried.

Student Name: Rob Kennedy
Course Title: Environmental Disclosures in your Real Estate Practice
Approved for Professional Enhancement Only
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 4.0

Student Name: Rob Kennedy
Course Title: Buyer Representation in Real Estate
Approved for Professional Enhancement Only
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 4.0

Student Name: Rob Kennedy
Course Title: Maryland Fair Housing
Denied – Maryland Specific
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 1.5

Student Name: Rob Kennedy
Course Title: Maryland Ethics & Predatory Lending
Denied – Maryland Specific
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 3.0

Student Name: Michael Tigue
Course Title: Current Appraisal Issues – 2011
Denied – Course Outline Not Provided
Course Provider: Loomis Appraisal School
Credit Hours: 3.0

Student Name: Michael Tigue
Course Title: Hot Topics and Mortgage Fraud
Denied – Course Outline Not Provided
Course Provider: Loomis Appraisal School
Credit Hours: 4.0

Student Name: Michael Tigue
Course Title: Valuing Contaminated Properties
Denied – Course Outline Not Provided
Course Provider: Loomis Appraisal School
Credit Hours: 4.0

Student Name: Kenneth Schatz
Course Title: Fair Housing
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 4.0

Student Name: Kenneth Schatz
Course Title: Ethics
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 4.0

Student Name: Kenneth Schatz
Course Title: Understanding Cities and the Demand for Real Estate
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 6.0

Student Name: Marni Schatz
Course Title: Ethics
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 4.0

Student Name: Marni Schatz
Course Title: When Residential Agents Sell Investment Real Estate
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 6.0

Student Name: Marni Schatz
Course Title: Fair Housing
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 4.0

Student Name: David Schatz
Course Title: Essential Residential Real Estate Topics
Approved for Professional Enhancement Only
Course Provider: RealEstateCE.com
Credit Hours: 14.0

Student Name: Margaret Cavanaugh
Course Title: Financing Issues Update
Denied – Course Outline Not Provided
Course Provider: GCAAR
Credit Hours: 3.0

Other Business Before the Committee (for discussion only)

Mr. Tarburton informed the Committee that he was invited to participate in the test development meeting in March to create new questions for the state portion of the exam.

Public Comment

Ms. Hudson addressed the Board with questions regarding the new modules and the process for submitting the approved outlines. Mr. Doyle requested that this be placed on next month's agenda for discussion.

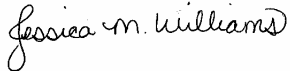
Next Scheduled Meeting

The next meeting will be held on Thursday, March 1, 2012 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Klimowicz made a motion, seconded by Mr. Burns, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:32 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Jessica M. Williams".

Jessica M. Williams
Administrative Specialist II